



IECE ANNUAL IMPACT REPORT

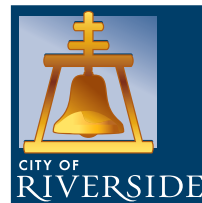


ISSUE 2024

TOP TIER PARTNERS



Economic Development



IECE IMPACT TO-DATE



1999-PRESENT
CUMULATIVE
IMPACT

TOTAL BUSINESSES ASSISTED

199,231

ECONOMIC IMPACT
LOANS/CONTRACTS/EXPORTS

\$846MM



NOTE FROM THE DIRECTOR

I'm proud to share that the Inland Empire Center for Entrepreneurship (IECE) has made a significant impact on the economic landscape of our region. Our team at the IECE remains fully committed to empowering local businesses, fostering growth, and providing the resources necessary for success. Every day, we work alongside entrepreneurs, helping them overcome challenges and seize new opportunities. The progress we've made this year wouldn't be possible without the hard work and passion of our team and the local business leaders who trust us to help guide them. Together, we're building a stronger, more prosperous Inland Empire... and the best is yet to come. Thank you for being a part of this journey!

— **Dr. Mike Stull** Director, Inland Empire Center for Entrepreneurship (IECE)

ECONOMIC IMPACT

LOANS/CONTRACTS

\$146.3MM

BUSINESSES COUNSELED

3,851



EXPORTS

\$5.3MM



INCREASE IN SALES

\$51.8MM

IECE YTD IMPACT

PEOPLE DEMOGRAPHICS



BUSINESS
STARTS

268



GOVERNMENT
CONTRACTS

\$24MM



JOBS CREATED
/RETAINED

6,948

LOANS
SECURED

\$32.2MM



ONE-ON-ONE BUSINESS COUNSELING

2,346

MINORITY-OWNED
BUSINESSES ASSISTED

2,439

WOMEN-OWNED
BUSINESSES ASSISTED

TRAINING
ATTENDEES

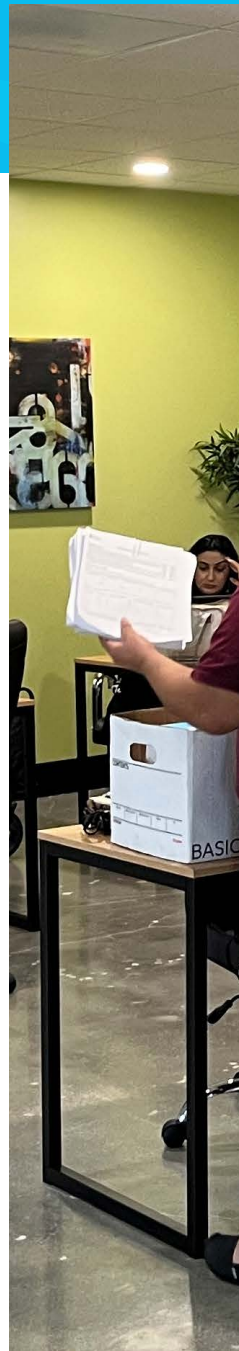
8,882

ENTREPRENEURIAL RESOURCE CENTERS

The Entrepreneurial Resource Centers (ERC) in San Bernardino and Temecula officially launched in 2024 after several years of planning and development. In March 2025, the Palm Desert ERC launched becoming the third location.

Each ERC location brings together a wide range of entrepreneurial support programs and organizations to provide a complete set of training, business counseling, and access to resources for small business owners and entrepreneurs.

While leveraging partnerships with various entrepreneurial support organizations to deliver an expansive range of services, including technical assistance, access to capital, legal resources, and workforce development, the IECE also contributes resources through its major business assistance programs including the Inland Empire Small Business Development Center (IESBDC) and Women's Business Centers (WBC).



The ERC serves as a centralized, accessible hub for small business services, providing both short- and long-term counseling and training. By partnering with various entrepreneurial support organizations, it offers a broad range of services, including technical assistance, access to capital, legal resources, and workforce development. The Inland Empire Center for Entrepreneurship anchor programs deliver a wide array of valuable tools to support the community.



Building a Business Hub



Center for Contracting

01

Provides professional business advising, low-cost training, and extensive technical assistance to small businesses. Supports businesses at all stages, from startup to expansion, facilitating sustainable growth and job creation.

02

Focuses on empowering women entrepreneurs through mentoring, business training, and counseling. Assists women in gaining access to capital, federal contracts, and management support, thereby promoting gender equity in business ownership.

03

The SBDC Center for Contracting focuses on assisting small businesses with winning procurement contracts at the private, local, and state levels which aids in building capacity and increasing regional job opportunities.



NEW COMMUNITY Programs

The core focus of the IECE is to provide innovative programs and educational resources to entrepreneurs and small business owners throughout the Inland Empire. In partnership with our globally ranked School of Entrepreneurship at CSUSB, the following programs and initiatives were introduced in 2023 and early 2024.



The Mini MBA Program, designed and delivered by the expert faculty of the CSUSB School of Entrepreneurship, offers an intensive, fast-track business education. This program equips entrepreneurs and professionals with essential skills in leadership, marketing, finance, and strategy, all taught by experienced faculty from one of the region's top business schools. It's perfect for those looking to enhance their business acumen and accelerate growth without committing to a full MBA.

VETERANS ENTREPRENEURSHIP TRAINING PROGRAM



Empowering Veterans Through Entrepreneurship

The IECE and the CSUSB School of Entrepreneurship, together with the support of the Riverside County Economic Development Agency, are proud to support the brave men and women who have served our country by providing resources, mentorship, and opportunities through our Veterans Entrepreneurship Program. This program is specifically designed to help veterans transition from military service to successful civilian careers by fostering entrepreneurial skills, business knowledge, and a network of support.

Veterans bring a distinct set of leadership, discipline, and problem-solving skills to the business world, and this program is committed to helping them leverage these strengths to build and grow successful businesses in the Inland Southern California region.

Whether you are an active-duty service member, a veteran ready to start your own business, or a military spouse interested in entrepreneurship, our Veterans Entrepreneurship Program offers the tools and community you need to succeed.

If you are a veteran with a vision for your business or you know someone who is, get involved today! Together, we can help our local veterans unlock their entrepreneurial potential and make a lasting impact in the Inland Empire region.





ERC

43200 Business Park Dr, 2nd Floor
Temecula, CA 92590
951/ 781-2345



TEMECULA ERC Affiliates:

BBSI Business Management Solutions

BBSI helps small businesses alleviate operational burdens by offering payroll, human resources, and risk management solutions. Their services enable business owners to operate more efficiently, focus on growth and innovation, and ultimately increase productivity and profitability.

FocalPoint Communication Breakthrough Program

FocalPoint enhances communication skills by helping individuals adapt to different behavioral styles. Their program improves business interactions, strengthens relationships, and boosts organizational efficiency.

Hatch Planning & Strategy

Hatch equips entrepreneurs with the tools and knowledge needed to build profitable and sustainable businesses. Through structured courses and real-world learning, they provide expertise in forecasting, budgeting, and marketing strategies to support long-term success.

Riverside County Veterans Services (RCVS)

RCVS empowers veterans to start and grow their businesses by providing resources, guidance, and support. Their efforts lead to increased economic stability and new opportunities within the veteran community.

The Empowerment Center

The Empowerment Center provides innovative tools and resources to help youth and their families build resilience and mental wellness. Their programs focus on personal development, emotional well-being, and creating a strong foundation for success.

Startup Collective Society

Startup Collective Society offers a comprehensive 90-day program that guides entrepreneurs through every stage of business development, from initial discovery to product launch. Their holistic approach ensures participants gain the knowledge, strategy, and support needed to build a thriving business.

U.S. Bank

U.S. Bank's Business Access Advisors (BAAs) provide free, on-site support to local entrepreneurs, helping them grow and develop their businesses. Business owners don't need to be U.S. Bank customers to benefit from these services. The ERC BAAs, fluent in English, Spanish, Cantonese, and Mandarin, aim to assist up to 300 small businesses in their first year.

ERC Temecula Impact

\$5,306,604

ACCESS TO CAPITAL/ INCREASE
IN SALES/ CONTRACTS

CLIENTS
TRAINED

684

CLIENTS
COUNSELED

455

JOBS
SUPPORTED

1,845

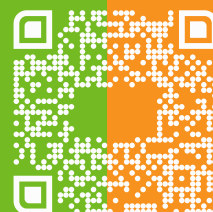
GOVERNMENT CONTRACTS

Government contracts provide a steady income stream for small businesses, ensuring they have the resources to thrive and contribute to public projects.

NUMBER TRAINED & COUNSELED

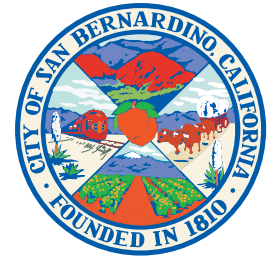
Training and counseling, delivered by our team of business experts, are foundational services that empower entrepreneurs with the knowledge and skills necessary for success. The impact of these services is significant.

LEARN HOW TO BECOME
A SERVICE PARTNER
AFFILIATE





POWERED BY



ERC

330 North D Street
5th Floor - Studio D
San Bernardino, CA 92401
909/ 983-5005

SAN BERNARDINO ERC Affiliates:

AmPac Business Capital

AmPac Business Capital is a mission-driven lender committed to helping entrepreneurs achieve their business goals. They provide financing solutions and strategic support to foster long-term business success.

Asociación de Emprendedor@s

Asociación de Emprendedor@s offers entrepreneurship and leadership development programs tailored for the Spanish-speaking community. Their services include business registration, legal compliance, and financial management, helping Hispanic entrepreneurs thrive in Southern California.

NerdyGirl Strategic Consulting

NerdyGirl Strategic Consulting specializes in helping businesses develop data-driven strategies for growth. They provide expert guidance in marketing, operations, and business development to drive measurable success.

Pomona Economic Opportunity Center

The Pomona Economic Opportunity Center supports economic mobility by providing job placement services, workforce development programs, and entrepreneurial training to empower individuals and strengthen the local economy.

Riverside County Black Chamber of Commerce

The IGNITE Program empowers minority entrepreneurs by providing culturally relevant and authentic business training. Their tailored approach helps business owners build strong foundations and achieve long-term success.

Viva Foundation

Viva Foundation is dedicated to supporting underserved communities through economic empowerment initiatives. They provide resources, mentorship, and funding opportunities to help entrepreneurs build sustainable businesses.

ERC San Bernardino Impact

\$291,869 ACCESS TO CAPITAL/ INCREASE
IN SALES/ CONTRACTS

**CLIENTS
TRAINED**

1,531

**CLIENTS
COUNSELED**

712

**JOBS
SUPPORTED**

475

GOVERNMENT CONTRACTS

Government contracts provide a steady income stream for small businesses, ensuring they have the resources to thrive and contribute to public projects.

NUMBER TRAINED & COUNSELED

Training and counseling, delivered by our team of business experts, are foundational services that empower entrepreneurs with the knowledge and skills necessary for success. The impact of these services is significant.

**JOIN THE ERC
EMAIL LIST & STAY
CONNECTED**





POWERED BY

 **PALM DESERT**

37023 Cook St., Suite 102
Palm Desert, CA 92211
760/ 574-6425
pderc.org

MARCH 2025 the iHUB Converts to ERC Palm Desert



PALM DESERT ERC Affiliates:

1st Choice Business Brokers (Upcoming - Spring 2025)

1st Choice Business Brokers specializes in helping business owners buy and sell companies with expert guidance throughout the entire process. Their services include business valuations, marketing strategies, and negotiations to ensure smooth and successful transactions.

AI Founders Club (Upcoming - Spring 2025)

AI Founders Club, based in Palm Desert, CA, provides entrepreneurs and business leaders with insights and resources on artificial intelligence. Their programs focus on integrating AI-driven solutions to enhance business efficiency, innovation, and scalability.

AmPac Business Capital

AmPac Business Capital is a mission-driven lender committed to helping entrepreneurs achieve their business goals. They provide financing solutions and strategic support to foster long-term business success.

BBSI Business Management Solutions

BBSI helps small businesses alleviate operational burdens by offering payroll, human resources, and risk management solutions. Their services enable business owners to operate more efficiently, focus on growth and innovation, and ultimately increase productivity and profitability.

ERC Palm Desert Impact

\$12,292,473

ACCESS TO CAPITAL/ INCREASE IN SALES/ CONTRACTS

**BUSINESSES
ASSISTED**

635

**EVENT
ATTENDEES**

1,536

**JOBS
SUPPORTED**

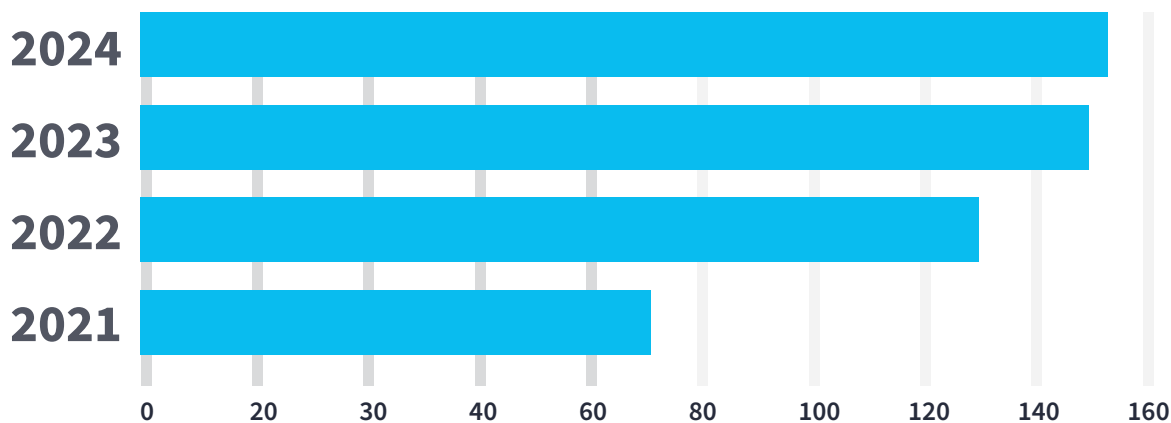
310

**JOIN THE ERC
EMAIL LIST & STAY
CONNECTED**



\$1 BILLION IN 2028 PINNACLE OF IECE ECONOMIC IMPACT

At the Inland Empire Center for Entrepreneurship (IECE), we are on a dynamic journey toward achieving a groundbreaking goal: driving \$1 billion in economic impact within the Inland Southern California region.



	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>
INCREASE IN SALES	23.2	16.6	59.5	51.8
GOVERNMENT CONTRACTS	15.8	20.9	36	24
EXPORTS	0	61	6.4	5.3M
LOANS/ EQUITY CAPITAL SECURED	31.3	31.3	42.8	65.2
ANNUAL ECONOMIC IMPACT	70.1	129.8	144.7	146.3

Through our innovative programs, strategic partnerships, and unwavering commitment to fostering local businesses, we are steadily advancing toward this milestone, creating new opportunities, jobs, and growth throughout the Inland Empire.

But we can't do it alone. We need visionaries, entrepreneurs, and community leaders like you to help us accelerate this momentum. Together, we can continue building a thriving ecosystem that supports economic prosperity and innovation for generations to come. Whether you're an aspiring entrepreneur, an established business, or a supporter of economic development, there's a place for you to get involved. Let's work together to shape the future of our region and reach that incredible \$1 billion economic impact!

Join Us in Reaching \$1 Billion!



SCAN TO LEARN MORE ABOUT HOW YOU CAN GET INVOLVED & BE A PART OF THE \$1B IECE INITIATIVE!

CLIENT SUCCESS



CVWBC SUCCESS STORY
**America's Legal
Document Services**
AMERICA OCHOA, *Palm Desert*



IEWBC SUCCESS STORY
Blac Logistics
CHERESE FLEMMING



IESBDC SUCCESS STORY
Wax Apothecary
DIANA ORR, *Idlewild*



INTERNATIONAL TRADE SUCCESS STORY

BBC Freight Line, Inc. Jeffrey Chen

Established in 2010, BBC Freight Line, Inc. has dedicated itself to providing comprehensive logistics and warehousing services to domestic and international clients. Despite steady growth over the decade, the company experienced a notable decline in its client base during and following the Covid-19 pandemic.

Recognizing the need for diversification, company owner, Jeffrey Chen, sought the expertise of the Inland Empire Center for Entrepreneurship (IECE) consultants in late 2022, to obtain guidance in securing government-funded contracts.

IECE consultants actively supported the efforts of Mr. Chen's staff. Together, they identified suitable government projects while obtaining valuable resources from APEX (PTAC), California eprocure.com, Sam.gov, and others. This dedication led to a breakthrough in Spring 2023 when BBC Freight Line secured a lucrative contract with the Defense Logistics Agency. Not long after, on June 15th, 2023, BBC Freight Line

was presented with an exciting opportunity - a new project to provide logistics and procurement support in Costa Rica.

Guided by the experience of the IECE International Trade consultants, Mr. Chen and his staff actively pursued this new opportunity. IECE consultants provided support with identifying contacts and resources in Costa Rica, specifically wholesale vendors of fruits and vegetables. These contacts were essential for BBC Freight to finalize product availability and pricing required for this bid. IECE consultants also edited and reviewed the final bid submission offered to DLA.

On July 17, 2023, BBC Freight Line was officially awarded the DLA contract to provide logistics and fresh fruit & vegetables (FF&V) procurement support for DLA clients in Costa Rica. The initial contract is valued at \$250,000 for one year, with the potential to extend into a multi-year agreement based on the company's performance.